

January 29, 2003

Mr. Tim L. Olmsted
Illinois Department of Insurance
DOI – State Planning Grant
400 West Monroe, Suite 203
Springfield, IL 62704

Dear Mr. Olmsted:

It is with pleasure that I submit this proposal in response to the RFP, *DOI – State Planning Grant Project*. Enclosed you will find one original and four copies of our technical proposal, one original and four copies of our cost proposal (separately sealed), and one 3 ½ inch disk containing both the technical and cost proposals.

HMA is a private, for-profit legal entity. Incorporated in 1985 and based in Lansing, Michigan, we also have offices in Chicago, Illinois; Tallahassee, Florida; Columbus, Ohio; Indianapolis, Indiana; and Washington, DC. This project will be managed out of our Chicago office, drawing on resources and expertise from other offices as needed. Depending on the Department's preference and the availability of the Department's actuary, HMA may also engage our own actuarial subcontractor, Donlon and Associates, on this project (our cost proposal reflects actuarial subcontractor costs).

As detailed in our proposal, HMA is uniquely qualified to undertake this project on behalf of the Department of Insurance. HMA is one of the nation's leading firms in the development of local, community-based approaches to the expansion of access to health care and the reduction of the number of uninsured individuals. We have designed and implemented more than a dozen community-based programs for the uninsured, many of which have operated successfully for years. HMA understands the Department's goals in designing and implementing this pilot, and proposes a process and a model we believe will achieve those goals.

As HMA's President, I am legally authorized to bind HMA to its response. Steve Scheer is a Principal with HMA in Chicago and will serve as the project manager for this project. He may be reached at:

Steve Scheer
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180 N. LaSalle, Suite 2305
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Thank you for the opportunity to submit this proposal.

Sincerely,

Jay Rosen
President